

Message Text

CONFIDENTIAL POSS DUPE

PAGE 01 MANILA 10632 181630Z

70

ACTION EB-11

INFO OCT-01 EA-11 ISO-00 AEC-11 CIAE-00 INR-10 NSAE-00

RSC-01 MC-02 TRSE-00 H-03 PM-07 DRC-01 L-03 AID-20

OMB-01 /082 W

----- 124929

R 180952Z SEP 73

FM AMEMBASSY MANILA

TO SECSTATE WASHDC 8061

INFO : DOD WASHDC

USDOC WASHDC

C O N F I D E N T I A L MANILA 10632

E O 11652: GDS

TAGS: MASS, US, RP

SUBJ: SALES PROMOTION OF US ELECTRONICS FIRMS

REF: A) STATE 181165; B) MANILA 10146

1. AS REQUESTED PARA 5 REF A, FOLLOWING ARE DETAILS OF MAAG ACTIONS RE PROPOSED PAF ACQUISITION OF TACTICAL AIR DEFENSE RADAR SYSTEM:

A. JUSMAG PERSONNEL, IN THEIR ADVISORY ROLE, BECAME AWARE OF POTENTIAL ACQUISITION BY PHILIPPINE AIR FORCE (PAF) OF MILITARY TACTICAL AIR DEFENSE RADAR SYSTEM WHEN PAF PERSONNEL BEGAN SOLICITING TECHNICAL ADVICE ON THE SUBJECT ABOUT 4 MONTHS AGO. A CONTINUING DIALOG BETWEEN PAF AND JUSMAG CONCERNING TECHNICAL ASPECTS OF EQUIPMENT UNDER CONSIDERATION EXISTS. PAF HAS NOT FULLY REVIEWED COMPLETE DETAILS OF EITHER THE ITP PROPOSAL (AN/TPS-32 RADAR) OR THE NORTHROP/PAGE/WESTINGHOUSE PROPOSAL (AN/TPS-43 RADAR).

B. ITP HAS NOT PROVIDED DETAILS OF THEIR ACTIVITIES TO ANY ELEMENT OF U.S. MISSION HERE. NORTHROP/PAGE/WESTINGHOUSE HAS BRIEFED JUSMAG, USDAO AND EMBASSY ECON/COMMERCIAL OFFICERS ON HIGHLIGHTS OF THEIR PROPOSAL. IN ADDITION, PAF INVITED JUSMAG AIR FORCE COMMUNICATIONS-ELECTRONICS ADVISOR TO ATTEND A NORTHROP/PAGE/WESTINGHOUSE CONFIDENTIAL
CONFIDENTIAL

PAGE 02 MANILA 10632 181630Z

BRIEFING TO THE PAF STAFF ON 12 SEP 73. DURING THIS BRIEFING COMMANDING

GENERAL OF PAF ASKED THE NORTHRUP/PAGE REPRESENTATIVE IF HIS COMPANY WOULD HOST A FIVE MAN PAF TEAM IN THE CONUS TO EVALUATE THE EQUIPMENT.

AN AFFIRMATIVE RESPONSE WAS GIVEN. (WE UNDERSTAND FROM PAF THAT A SIMILAR OFFER HAS BEEN EXTENDED BY THE ITP CORP.)

C. WE UNDERSTAND PAF INTEREST TO BE TWO COMPLETE SYSTEM PACKAGES AT A TOTAL PRICE OF APPROXIMATELY \$5 MILLION. SOURCE SELECTION PROCEEDINGS ARE APPARENTLY STILL IN PROGRESS.

D. US MISSION PERSONNEL HERE HAVE AVOIDED ANY DISCUSSION WITH PAF ON RELATIVE MERITS OF COMPETING EQUIPMENTS OR FIRMS. ALTHOUGH US SERVICE (USAF AND USMC) EXPERIENCE ON COMPETING RADARS HAS BEEN SOLICITED BY PAF THROUGH JUSMAG, SUCH HAS NOT BEEN PROVIDED.

2. FULL INFORMATION FOLLOWS ON ALLEGATIONS AGAINST ITPC CITED REF B:

A. IN CONVERSATIONS WITH BOTH JUSMAG AND DAO REPRESENTATIVES, A PAF GENERAL OFFICER IMPLIED THAT ITP HAD OFFERED GRATUITIES TO PAF SOURCE SELECTION PERSONNEL. HE THEN ASKED US REPRESENTATIVES WHAT THEY KNEW OF ITP CORP OR MR. DETRICH. HE WAS ADVISED THAT NO SPECIFIC INFORMATION WAS KNOWN HERE.

B. A NORTHRUP/PAGE REPRESENTATIVE STATED TO A GROUP OF JUSMAG, DAO AND EMBASSY OFFICERS THAT ITP HAD PAID A COMPETING FIRM, ON A TACAN PROPOSAL TO THE PAF, \$50,000 TO WITHDRAW A BID. (CREDIBILITY OF THE ALLEGATION MUST BE CONSIDERED IN LIGHT OF CURRENT ITP VS NORTHRUP/PAGE COMPETITION.)

3. ALL ELEMENTS OF MISSION WILL CONTINUE TO BE IMPARTIAL IN THESE SOURCE SELECTION MATTERS AND JUSMAG INTENDS TO CONTINUE ITS ADVISORY ACTIVITIES ON TECHNICAL MATTERS. WE REGRET THAT ITP "CONSIDERS THE USAF MAAG IN MANILA TO BE A COMPETITOR RATHER THAN AN OBJECTIVE USGOV AGENCY" AND CONSIDER THIS OPINION TO BE UNFOUNDED IN FACT. AS NOTED REF B, ITP REPS HAVE MADE NO CONTACT WITH JUSMAG HERE.
SULLIVAN

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 SEP 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973MANILA10632
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS SULLIVAN
Errors: N/A
Film Number: n/a
From: MANILA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730928/aaaaaubf.tel
Line Count: 97
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: A) STATE 181165; B) MANILA 10146
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 04 DEC 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04-Dec-2001 by kelleyw0>; APPROVED <21-Dec-2001 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SALES PROMOTION OF US ELECTRONICS FIRMS
TAGS: MASS, US, RP
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005